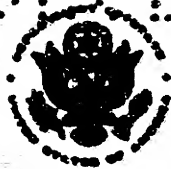


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FM SECSTATE WASHDC
TO AMEMBASSY ISLAMABAD PRIORITY

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E.O. 12065: N/A

TAGS: SREF, EAID, AF, PK

SUBJECT: USG REFUGEE RELIEF TRANSPORTATION GRANT

REF: A) ISLAMABAD 02247; B) STATE 41626

1 AS INDICATED REF B, THE BIDDING ON TRUCKS HAS BEEN
SUSPENDED PENDING RECONFIRMATION OF SUITABILITY OF
SPECIFICATIONS. CLEARLY, OUR MUTUAL INTEREST IS TO
ASSURE THAT TRUCKS ACQUIRED ARE APPROPRIATE TO THEIR
INTENDED USE IN CARRYING REFUGEE RELIEF GOODS. WE
UNDERSTAND PRINCIPAL REQUIREMENT IS FOR HAULING GRAIN
FROM STORAGE AREAS TO DISTRIBUTION POINTS IN
NWFP. THE SPECIFICATIONS ELABORATED IN THE REQUEST
FOR PROPOSAL (RFP) WERE ESSENTIALLY BASED ON THE GOP'S
INDICATED PREFERENCE FOR A TRUCK DESIGNED TO CARRY 6-8
TONS (SMALLER THAN THE 8-10 TONS ORIGINALLY PROPOSED)
AID DOES NOT HAVE MUCH EXPERIENCE PROCURING VEHICLES FOR
THIS PURPOSE IN PAKISTAN, NOR ARE DISTRIBUTORS/
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TO PRESCRIBE WHAT IS NEEDED. CONSEQUENTLY, WE MUST DEPEND LARGELY ON CONSIDERED JUDGMENT OF GOP. EMBASSY SHOULD CHECK WITH APPROPRIATE GOP AUTHORITIES, AND PARTICULARLY WITH THOSE WHO HAVE RESPONSIBILITIES FOR DELIVERY OF REFUGEE RELIEF SUPPLIES, TO RECONFIRM DESIRED SPECIFICATIONS. TRUCK COST ANALYSIS REQUESTED STATE 6622 WOULD ALSO BE HELPFUL IN MAKING JUDGMENT, PARTICULARLY WITH RESPECT TO TRUCK SIZE.

2. FOLLOWING IS COMMENTARY ON POINTS DESCRIBED PER REF A BY FORD REP WHICH EMBASSY MAY DRAW UPON IN DISCUSSING THIS MATTER.

A. VEHICLE SIZE: THIS IS FUNDAMENTAL ISSUE, WHICH INFLUENCES MOST OTHER SPECS. PRICE DIFFERENCE BETWEEN TRUCK DESIGNED TO CARRY 8-6 TONS VERSUS 6-8 TONS ESTIMATED TO BE APPROX \$5,000 OR ABOUT 20, WHICH IN THIS INSTANCE MEANS THAT IN DOWNSIZING GOP WOULD RECEIVE ABOUT 25 MORE VEHICLES. RELEVANT FACTORS: A) SLIGHTLY GREATER FUEL EFFICIENCY PER TON CARRIED WITH LARGER TRUCK; B) DO AVERAGE LOADS JUSTIFY; C) CAN ROADS/BRIDGE STRUCTURES IN DISTRIBUTION AREA ACCOMMODATE LARGER VEHICLE; D) NO REPEAT NO APPRECIABLE DIFFERENCE IN MAINTENANCE REQUIREMENTS IF ANALYSIS INDICATES LARGER CAPACITY IS STILL TO BE PREFERRED, THEN SPECIFIED TIRE SIZE, 32,000 GVR, AND 210 GHP ENGINE ARE APPROPRIATE.

B. RIGHT/LEFT HAND DRIVE: RHD MIGHT ADD APPROX \$300 TO COST AND WE UNDERSTAND WOULD NOT APPRECIABLY PROLONG DELIVERY TIME (FYI, WE ESTIMATE DELIVERY TO PORT WOULD BEGIN WITHIN ABOUT FOUR MONTHS AFTER CONTRACT IS CONCLUDED). WHILE FORD AND GM DO NOT NORMALLY PRODUCE LIMITED OFFICIAL USE LIMITED OFFICIAL USE

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RHD VEHICLES IN U.S., FOUR MANUFACTURERS DO: IN, NACK, PACCAR (KENWORTH AND PETERBILT), AND VOLVO-WHITE. THESE CONSIDERATIONS AND SAFETY FACTORS WOULD INDICATE GOP'S EXPRESSED PREFERENCE FOR RHD IS REASONABLE. IT WOULD ALSO SEEM APPROPRIATE AS PART OF SCHEME TO REINTRODUCE US-MANUFACTURED TRUCKS. (NOTE, HOWEVER, ONLY IN PRODUCES SMALLER TRUCKS OF 25,000 POUND GVR OR LESS WITH RHD.)

C. SOLID GRAIN BODY: COSTS APPROX \$275 MORE THAN STAKE; IT IS A FEATURE WHICH HAS CERTAIN PAY OFFS IN TERMS OF

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INCREASED VERSATILITY AND SAVINGS IN CASE GRAIN BAGS BREAK. APPEARS TO BE JUDGMENT CALL. NORMAL MINIMUM INSIDE HEIGHT WOULD BE 40 INCHES FOR EITHER TYPE.

D. WATER-FUEL SEPARATOR AND OIL COOLER SEEM APPROPRIATE. VEHICLES ARE ROUTINELY SUPPLIED WITH THESE, BUT PERHAPS IT WOULD BE WELL TO INCLUDE SPEC IN RFP. FULL STACK EXHAUST PIPES ARE USED WIDELY IN U.S., BUT AID NOTES THEY ARE NOT ORDINARILY SPECIFIED FOR TRUCKS IN OVERSEAS USE WOULD ADD SLIGHTLY TO COST

E. TRANSMISSION: 6-8 SPEED TRANSMISSIONS ARE NOT REPEAT NOT AVAILABLE FOR EITHER 32 OR 25 T'OUSAND GYR TRUCKS MANUFACTURED IN U.S. SO, ALTERNATIVES ARE 8 OR 10 SPEED. US MANUFACTURERS BELIEVE 8 SPEED SUFFICES FOR ANTICIPATED LOADS OVER RUGGED TERRAIN. 10 SPEED WOULD ADD 1900 TO COST.

F. PERFORMANCE: MINIMUM GROUND CLEARANCE IS MORE COMMONLY SPECIFIED FOR VEHICLES INTENDED FOR OFF ROAD USE. IF THERE ARE PARTICULAR REASONS TO SPECIFY FO THESE VEHICLES, IT CAN BE DONE; IT WOULD BE HELPFUL TO HAVE INDICATION FROM GOP OF MINIMUM REQUIREMENT. IN ORDER TO INCREASE GRADE CLIMB SPEC FROM 36 TO 41 IN ACCORDANCE WITH FORMULA USED, IT WOULD BE NECESSARY TO EMPLOY 10 SPEED TRANSMISSION OR A 2 SPEED REAR AXLE OR
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TO LOUER SPECIFIED TOP SPEED FROM 51 MPH DOWN TO ABOUT 44-48 MPH. AGAIN WE NEED GOP EVALUATION OF TRADEOFFS.

G. BRAKES: AIR/HYDRAULIC BRAKES ARE NOT USED OR PRODUCED IN U.S. FULL AIR BRAKE SYSTEM COSTS ABOUT \$1000 MORE THAN HYDRAULIC SYSTEM. OF FOUR FIRMS PRODUCING RHD, ONLY 1H USES HYDRAULIC BRAKES. REVISED RFP COULD SPECIFY EITHER AIR OR HYDRAULIC ENGINE OR EXHAUST BRAKES ARE INDEED USEFUL FOR DOWN GRADES, BUT ARE NOT REPEAT NOT PRIMARY BRAKING SYSTEMS ON ANY VEHICLE AND ARE AVAILABLE ONLY FOR VEHICLES LARGER THAN 32,000 GYR.
H. COOLING SYSTEM: ESSENTIALLY THIS PERTINENT FACTO IS COVERED BY PRESSURIZED COOLING SYSTEM AND THERE WOULD NO PROBLEM IN MAKING APPROPRIATE SPECIFICATION

I. FUEL SYSTEM: CLEARLY A FUNCTION OF MAXIMUM DISTANCE

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VEHICLE MUST TRAVEL BETWEEN FUELING STOPS. TANK CAPACITY CAN BE ADJUSTED ACCORDINGLY. TRADE OFF IS DOUBLING RANGE (EST. 10 MPG) VS \$200 COST

J. CAB: TINTED GLASS IS AN AMENITY OVER LIFE OF VEHICLE. ADDS ABOUT \$35 COST. ALL SAFETY GLSS USED IN US-MANUFACTURED TRUCKS CONFORMS TO US FEDERAL SAFETY REGS. AND THIS SPEC IS MERELY PRUDENT ASSURANCE AGAINST USE OF SUBSTANDARD COMPONENT, ADDING NO UNUSUAL COST.

K. TOOLS: TOOLS SPECIFIED IN RFP ARE THOSE WHICH ARE CARRIED IN VEHICLE FOR CHANGING TIRES. ADDITIONAL HEAVY REPAIR TOOLS WILL BE SUBJECT OF RFP FOR REPAIR SHOP WE HAVE NOT YET HEARD FROM GOP REGARDING THAT ASPECT.

3. AID PROCUREMENT HAS ALSO DISCUSSED SPECS WITH IH (LARGEST U.S. TRUCK SUPPLIER TO PAKISTAN) AND HAS GOTTEN LIMITED OFFICIAL USE LIMITED OFFICIAL USE

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FOLLOWING PERSPECTIVE: CONSIDERING THE ALTITUDE, THE GRADES ON WHICH THE TRUCKS WILL BE TRAVELLING, THE EXPERIENCE WITH OVERLOADING IN PAKISTAN, AND THE DESIRE FOR EFFICIENT LONG LIFE OF TRUCKS, IT RECOMMENDS THAT THE SPECS BE AS ORIGINALLY ISSUED BY THE GOP EMBASSY TO THE MANUFACTURERS, WITH ONE EXCEPTION BECAUSE OF THE 9,000 FOOT ALTITUDE MENTIONED IN REF A, I.H. STRONGLY RECOMMENDS SPECIFYING ENGINE BE TURBO CHARGED. THIS IS BECAUSE TURBO CHARGED ENGINES DO NOT LOSE POWER UNTIL 8 - 10 THOUSAND FEET WHILE OTHERS BEGIN LOSING POWER AT 1 - 3 THOUSAND FEET. NOTE, HOWEVER, THIS CHANGE WILL INCREASE IH'S ADVANTAGE OVER U.S.MD TRUCK PRODUCE S BECAUSE IH IS THE ONLY ONE NORMALLY OFFERING A TURBO CHARGED ENGINE AT 210 GHP.

4. ON BASIS FOREGOING, OUR INCLINATION WOULD BE TO LEAVE SPECS INTACT WITH POSSIBLE ADDITION OF TURBO CHARGED ENGINE AND SPECIFICATION OF EITHER AIR OR HYDRAULIC BRAKES, UNLESS GOP INDICATES THAT ON REVIEW IT WOULD PREFER THE SMALLER SIZE, IN WHICH CASE OTHER ADJUSTMENTS WOULD ALSO BE MADE. PLEASE ADVISE OUTCOME OF YOUR SOUNDINGS WITH GOP AS SOON AS POSSIBLE. CHANGING SPECS, INCIDENTALLY, WILL REQUIRE NOTIFYING MANUFACTURERS AND SETTING NEW RFP CLOSING DATE (WHICH MIGHT ALLOW BIDDERS TWO WEEKS TIME TO CONSIDER CHANGES)HAIG

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